

THE
TWELFTH EDITION
OF
BAUGHMAN'S
BUYER AND SELLER
1912



Yours truly,

H. R. A. BAUGHMAN,
Indianapolis, Indiana.

YBAGBLL
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Copyright by
HERSCHEL R. A. BAUGHMAN

1912

1886, 1888, 1891, 1893, 1901, 1902, 1904,
1905, 1906, 1907, 1908.





BUILDING A NAME

THAT is what we have been occupied in doing for twenty-five years throughout the United States and Canada. A man is well occupied when he builds

a name for honesty, enterprise and reliability. Something like this goes with **Baughman's Buyer and Seller for Lumbermen, Baughman's Cost Book** and the Lumbermen's Specialties that we handle. Everything as represented. •

If there is any special article used in the lumber business that you want, and do not know just where to find it, let us help you. We handle Lumbermen's Specialties and furnish special Rules, Tapes, Gauges, Registering Machines, etc., to order. We do not manufacture, but deal direct with the factories.

A FEW OF OUR SPECIALTIES

Board Rules, Log Rules, Marking Sticks, Measuring Tapes, Lumber Gauges, Registering Machines, Lumber Crayons, Printed Inspection Rules (in use in different sections of the United States and Canada), Handy Estimate Blanks, Carpenters' and Builders' Price and Cost Books, Civil Engineers' Hand Books, Building Books, Tally Books, etc., Timber Estimators, Car Door Rollers, Car Movers, Load Binders, etc., write for wants.

ADDRESS

H. R. A. BAUGHMAN, INDIANAPOLIS, IND.

PUBLISHER OF BAUGHMAN'S BUYER AND SELLER.

Dealer in Lumbermen's Specialties.

N. B.—We will print your name and address in gold on either our "Lumber" Book or "Cost" Book for 25 cents. Half, or dozen lots 50 cents.

Amount of
Flooring.

PRICE LIST

HICKORY BOARD RULES

The best in Lumber Rules delivered to any place in the United States, at prices quoted. (Prices quoted to Canada points on application.)

THREE-TIER RULES, BURNT FIGURES.

Made of the very best selected second-growth white hickory. Has extra heavy brazed heads (steel caps and brass shoulders) and every rule is inspected and tested before being shipped.

No. 7—3-Tier, 3½-ft. Inspectors' Board Rule, 1½ wide.

EACH.	THREE.	SIX.	TWELVE.
\$1.50	\$4.25	\$8.00	\$15.00

No. 8—3-Tier, 3-ft. Board Rule, 1¼ wide, extra heavy brazed head.

EACH.	THREE.	SIX.	TWELVE.
\$1.45	\$4.10	\$7.90	\$14.00

Same style and quality as No. 7, except in length. It is the rule for regular yard work and most commonly used.

No. 10—3-Tier, 3-ft. Board Rule, brazed head.

EACH.	THREE.	SIX.	TWELVE.
\$1.35	\$3.90	\$7.50	\$13.25

Same as No. 8, except brass shoulder is half an inch shorter.

No. 14—3-Tier, 3-ft. Board Rule, Extra Heavy Brazed Head, with Brass Plate.

EACH.	THREE.	SIX.	TWELVE.
\$1.50	\$4.25	\$8.00	\$15.00

Same as No. 8, except it has a brass plate with inches.

Above rules are all marked on one side to measure 12, 14 and 16 ft. In ordering, state whether you want opposite side 8, 10 and 18 feet, or 18, 20 and 22 feet.

Diamond Heads furnished on all Rules if Requested.

Address

H. R. A. BAUGHMAN, Indianapolis, Ind.

Publisher of Baughman's Buyer and Seller.
Dealer in Lumbermen's Specialties.

N. B.—Full length of rules given above, including six inch handle.

N. B.—We furnish Rules for any measurements required. Combination Board and Log Rules, Spring Steel Board Rules, Left Hand Rules, etc.

FOUR-TIER RULES, BURNT FIGURES.

No. 17—4-Tier, 3-ft. Board Rule, 1½ wide, Brazed Head.

EACH.	THREE.	SIX.	TWELVE.
\$1.45	\$4.10	\$7.90	\$14.00

No. 18—4-Tier, 3-ft. Board Rule, Brazed Head with Brass Plates.

EACH.	THREE.	SIX.	TWELVE.
\$1.55	\$4.35	\$8.75	\$16.00

These Rules correspond in material and workmanship to our No. 8 Rule.

No. 19 — 4-Tier 3-ft. Board Rule, 1¼ wide, Patent Socket, Steel Head.

EACH.	THREE.	SIX.	TWELVE.
\$1.35	\$3.90	\$7.50	\$13.25

Above Rules are marked to measure one side 12, 14, 16, 18 ft.; other side 8, 10, 20, 22 ft., except No. 17, which we also mark 12, 10, 14, 16 one side; 9, 11, 13, 15 other side, both right and left hand.

FIVE-TIER RULES, BURNT FIGURES.

No. 20 — 5-Tier Board Rule, 1½ wide, Brazed Head.

EACH.	THREE.	SIX.	TWELVE.
\$1.70	\$4.80	\$9.25	\$16.50

No. 20 Rules are marked one side to measure 12, 13, 14, 15, 16 ft.; other side 7, 8, 9, 10, 11 ft.

Diamond Heads furnished on all Rules if Requested.

N. B.—Full length of Rules given above, including six inch handle.

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Specialties.

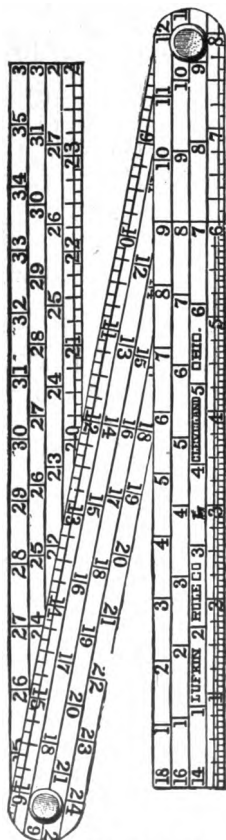
N. B.—We furnish Rules for any measurements required. Combination Board and Log Rules, Spring Steel Board Rules, Left Hand Rules, etc.

Baughman's Band and Rotary Log Rules, (from 8 to 32 ft. in length, from 6 to 72 inches in Diameter), prepaid, \$1.75 each.

N. B.—Log Rules of any other scale desired, write for wants.

IS THIS WHAT YOU HAVE BEEN LOOKING FOR?

A POCKET STEEL BOARD RULE



(One-half actual size.)

Carry your Board Rule in your pocket. Save time and guess work. Every yard man needs it. Made of hardened steel, two feet long, and folds to eight inches; is light and durable and can be conveniently carried in the hip pocket.

No. 77, measures, one side, 12-14-16-18; other side, 8-10-20-22 feet.

No. 78, measures, one side, 12-14-16-18; other side, inches and 8ths.

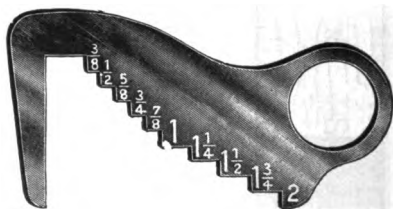
No. 77, Price with leather case, each \$1.25

No. 78, Price with leather case, each \$1.25

We prepay all postage and express charges and ship promptly.

LUMBER GAUGE

A neat little device, worn on the finger, for determining the thickness of lumber. Can be carried in the vest pocket. Nicely aluminum finished.



No. 00—Measures $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, $\frac{7}{8}$, 1, $1\frac{1}{4}$, $1\frac{1}{2}$, $1\frac{3}{4}$, 2 in.

50 cents each. \$4.50 per dozen.

No. 000—Measures $\frac{5}{8}$, $\frac{3}{4}$, 1, $1\frac{1}{4}$, $1\frac{1}{2}$, 2 $2\frac{1}{2}$ in.

60 cents each. \$5.50 per dozen.

Wood-moulders, Gauges, Veneer Gauges, etc., furnished to order. Write for Wants. Address

H. R. A. BAUGHMAN, Indianapolis, Ind.

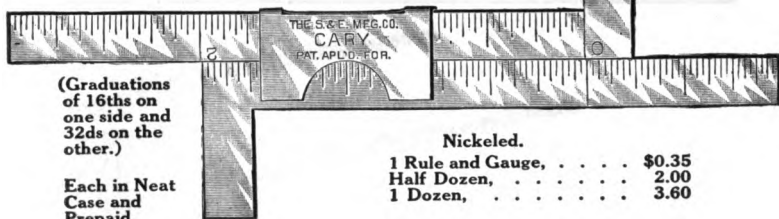
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Dealer in Lumbermen's Specialties.

The Pocket Caliper Rule and Gauge (As a Depth Gauge)

It is an extension rule from 3 to 5 inches. It is made of steel with an extra fine nickel finish, weighs less than one ounce and is easily carried in the vest pocket.

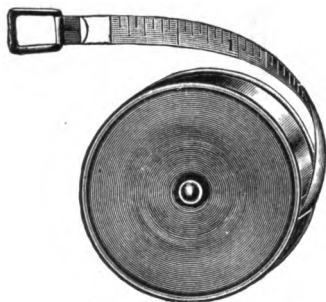
**FOR INSPECTORS OF LUMBER, MACHINE
MEN, CARPENTERS AND BUILDERS.**



POCKET STEEL TAPES

German Silver Cases, Spring Wind, with Center Stop.

MARKED ONE SIDE ONLY.



- No. 1. 36 inches, $\frac{1}{4}$ inch Tape, marked inches and 16ths, each Prepaid, 65c.
- No. 2. 60 inches, $\frac{1}{4}$ inch Tape, marked inches and 16ths, each Prepaid, 85c.
- No. 3. 72 inches, $\frac{1}{4}$ inch Tape, marked inches and 16ths, each Prepaid, \$1.00.
- No. 4. 96 inches, $\frac{1}{4}$ inch Tape, marked inches and 16ths, each Prepaid, \$1.25.
- No. 5. 8 feet, $\frac{1}{4}$ -inch Tape, marked feet, inches and 16ths, each Prepaid, \$1.25.
- No. 6. 10 feet, $\frac{5}{16}$ inch Tape, marked feet, inches and 16ths, each Prepaid, \$1.50.
- No. 7. 12 feet, $\frac{5}{16}$ inch Tape, marked feet, inches and 16ths, each Prepaid, \$1.75.
- No. 8. 18 feet, $\frac{5}{16}$ inch Tape, marked feet, inches and 16ths, each Prepaid, \$2.75.

Address H. R. A. BAUGHMAN, INDIANAPOLIS, IND.

**Publisher of Baughman's Buyer and Seller.
Dealer in Lumbersmen's Specialties.**

BAUGHMAN'S BAND AND ROTARY LOG SCALES

6 foot Rules, each.....\$ 1.75
Per doz..... 18.00

State whether Band or Rotary Log Rule is wanted. We furnish these Rules in longer lengths and different styles of manufacture. Write for wants.

See pages 162 to 165 in the Pocket Edition, and pages 226 to 229 in Twelfth Edition of the **Buyer and Seller** for tables and explanations. We have, after a number of years' experience of grading and tallying in different mills, brought out the above rules, and we guarantee that they are as near correct as it is possible to figure a log rule. We invite a test with these rules; take the diameter of log before cutting into lumber, then scale the lumber after it is sawed, trimmed, etc., then compare with other log scales and draw your own conclusions.

Comparison of Log Tables Sent on Application.

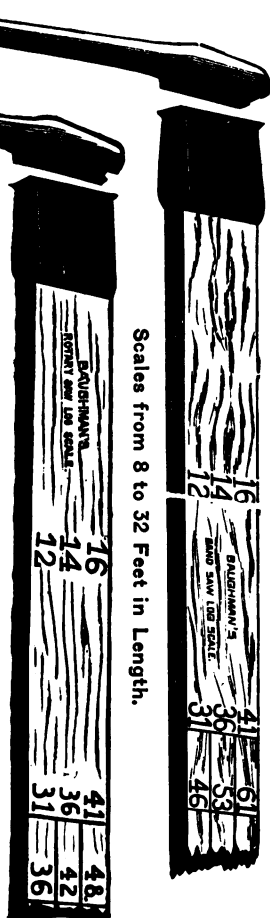
Price Quoted F. O. B. Your Place.

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Dealer in Lumbermen's Specialties.



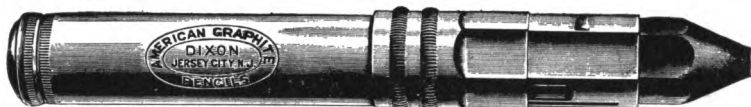
THE BEST THINGS IN CRAYON HOLDERS

Save your Crayons. Save Time. Same Money. Lumber Crayons used in our Crayon Holders will not break and can be used to the last inch.



The Compressor Crayon and Pencil Holder holds all sizes of Lumber Crayons and any length; (and is the only one that will do this,) it is the handiest and most useful device ever gotten out for the purpose. Nicely Nickered, weighs less than one ounce, no screws. Price each with one of the best Crayons, Red, Black or Blue, your choice; 35 cents prepaid, three for \$1.00, or 1 dozen Crayons and one Holder \$1.25.

THE DIXON NICKLED HOLDERS *for* LUMBER PENCILS AND CRAYONS.



Will hold the Dixon and other standard makes. Price each with Red, Black or Blue Lumber Crayons, 35 cents, prepaid, three for \$1.00, or 1 dozen Crayons and one Holder \$1.25.

INSPECTOR'S MARKING STICK.



Specially adapted to all standard Lumber Crayons. Inspector's stick 36 inches long, with Hickory Handle, each, \$1.25, prepaid or with one dozen Crayons \$2.05.

IF IT'S A LUMBER CRAYON, WE HAVE IT.

In all the standard makes, Red, Blue or Green, \$1.00 per Dozen. Purple, Red or White Indellible Lumber Crayons for green, wet and frozen logs or lumber, \$1.10 per Dozen. Black Lumber Crayons, 75c per dozen prepaid.

A Cheaper Grade of Lumber and Marking Crayons made in oil. Are soft and can be used for marking Lumber, Boxes and Packages, should be used in one of our Crayon Holders as they break easily. Each with one of our Nickered Holders 25 cents. Five Holders with five Crayons \$1.00. One dozen Crayons and one Holder, 65 cents prepaid. Choice of Colors Red, Black, Blue or Green.

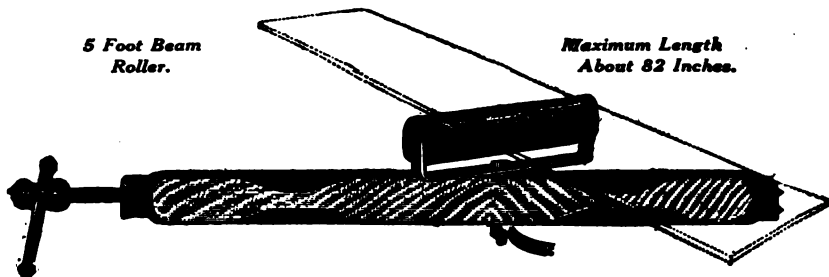
ADDRESS H. R. A. BAUGHMAN, Indianapolis, Ind.

**Publisher of Baughman's Buyer and Seller.
Dealer in Lumbermen's Specialties.**

ADJUSTABLE CAR DOOR ROLLER

*5 Foot Beam
Roller.*

*Maximum Length
About 82 Inches.*

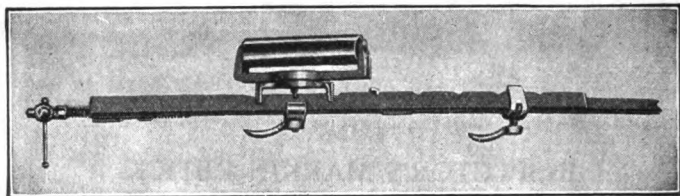


No Lumber damaged. No nails or boards wasted. Time alone saved in unloading three cars will more than cover its cost.

Price, \$5.00 Each, F. O. B. Factory.

Steel Extension Car Door Roller

Patented in United States and Canada.



Fits Any Width of Car Door from 4 ft. 8 in. to 7 ft.

THE only Lumber Loading Car Door Roller made that can be adjusted to fit the varied widths of side doors in cars.

There is no lost time looking for blocks to fill in behind the bar, for wide car doors, as is necessary with the old style non-extension single bar roller. The bar of this Extension Roller is made of two pieces of 2-inch angle steel that can be securely locked. The roller is steel tubing, fitted with metal heads. All cast parts are malleable iron. Strong, durable and quickly adjusted.

Price, \$7.50 Each, f. o. b. Factory.

Double Extension Lumber Roller

A new Double Extension Lumber Roller can be instantly attached to not only any size door from 5 to 8 feet wide but also the ends of a gondola.

Price, \$7.50 Each, f. o. b. Factory.

CURIOSITY may induce you to buy one of the new

DOUBLE EXTENSION LUMBER ROLLERS

but the saving in time, money and trouble they mean will lead you to take pleasure in keeping our catalogue in active use.

Address H. R. A. BAUGHMAN, INDIANAPOLIS, IND.

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Dealer in Lumbermen's Specialties.

A TRIAL ORDER IS ALL WE ASK
YOUR PATRONAGE WILL BE SURE TO FOLLOW

DOUBLE CLUTCH CAR MOVERS



Price, \$5.00
each.

F. O. B.
Factory.

See the double leverage.
It turns the wheel—
NEVER LIFTS IT.

THE IMPROVED "ATLAS" CAR MOVER



It is equipped with double spurs of square steel set at an angle with the top of the rail, which they engage on the outside edge where it is soft and not hardened by the constant pounding of the wheel, and having a double hold on the rail, they will not slip until they become worn and dull by long use. Then, by simply loosening a nut and bolt, they can easily be taken out and turned to use a new edge or replaced entirely by a new spur. They do not have to be fastened in with a wedge or nail, which is so hard to remove, or a bolt and plate which is so apt to be broken.

Price, \$5.00, f. o. b. factory.

They are Money Savers.

You Cannot Afford to be Without One.

OUR DOUBLE GRIP CAR MOVER



Price, \$4.50, f. o. b. Factory.

Does the Work Without a Slip. Why the BADGER Mover Does Not Slip.

The spurs can be turned three times, thus always having a sharp edge to grip the track.

THE EASY CAR PUSHER

THE PUSHER THAT PUSHES.

- 1st. It will work on any track and under any brake.
- 2nd. It is very durable, and the parts that wear can be replaced for a trifle.
- 3rd. It is strong, durable and convenient, and can be used by any person.

Price, \$5.00, f. o. b. Factory.

Satisfaction Guaranteed. Any one of our Car Movers sent on 10 days' trial, if requested.

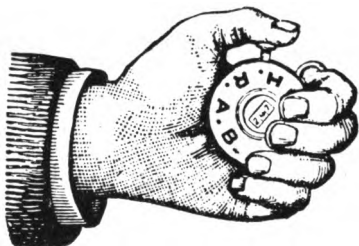
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AUTOMATIC COUNTER



The cut shows the position in which the Tallying Register is held in use.

There is but one logical kind for you to get—the kind that has, by actual use, been proved both accurate and durable, that has shown itself to be adaptable to every purpose and reliable under every strain.

We have two kinds of AUTOMATIC COUNTERS. No. 0 tallies from 1 to 1,000, and No. 1 from 1 to 10,000.

They are very simple in construction, can be carried in the pocket, are the size of an ordinary watch, and weigh about four ounces. They can be set to zero any time a new count is desired. They are used by lumbermen, loggers, and timber estimators, railroad,

telegraph and steamboat men for checking or tallying ties, telegraph poles and passengers, and all kinds of freight; by cattle men for counting cattle and sheep; by detectives and spotters, for keeping base ball score, and at places of amusement for counting the people going in and out, hotel dining rooms for keeping count of guests at meal, etc. In fact, they can be used for any purpose where a correct count is desired to be kept.

Price of Hand Tally No. 0, \$2.50 each, Postage paid.

Price of Hand Tally No. 1, \$3.50 each, Postage paid.

The above Counters are made very strong and will stand rough usage.

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Dealer in Lumbermen's Specialties.

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Empire Automatic Counter.

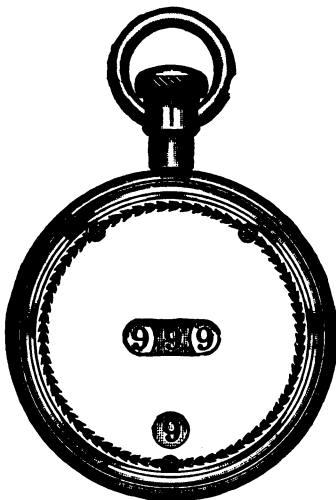
The Lowest in Cost.

The Most
Convenient in
Size.

Counts from 1 to 9999.

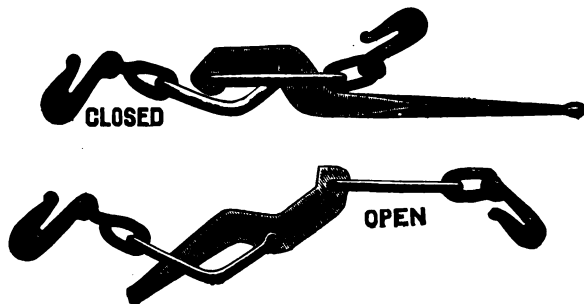
\$1.50, Postage Prepaid.

The Empire Counter is very handy for carrying in vest pocket, etc., as case is same shape as the ordinary watch



We can supply Automatic Counters for Any Purpose. Write for Wants.

The Oshkosh Patent Load Binder.



Weights only 8 lbs., but will take up a slack of 5 inches and hold it. *It is an investment — not an expense.* This little device means a BIG saving of TIME, MONEY AND TROUBLE.

It will bind a load of lumber, logs, hay, pipe or other large loads *securely* in three seconds and unbind in one. It never jams or loosens.

This takes the place of the old style of boom poles and does away with broken limbs and other injuries. All that is necessary is to throw the chain over the load, hook the binder to each end and pull the lever, when the load is bound secure. This binder is hand forged and weighs only 8 lbs.

\$2.25 each, \$4.00 per pair, f. o. b. factory.

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Dealer in Lumbermen's Specialties.

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HOW FAR HAVE YOU WALKED?

Our Hundred Mile Pedometer Will Tell You

The cut is the exact size of our 100 mile pedometer. The case is nickel finished and highly polished and in general appearance resembles a gentleman's small sized watch. The dial is very similar to that of a watch, the figures 1, 2, 3, 4, 5, etc., represent miles, the space between each number being divided into $\frac{1}{4}$, $\frac{1}{2}$ or $\frac{3}{4}$ of a mile.

The movement, too, is like a watch, the pendulum within swings to the rythm of the stride, ticking off the steps as a watch ticks off the seconds, and the hand points out the miles walked. The hand can be set backward or forward as desired by simply removing back of case, and turning set screw.

It is carried like a watch in the pocket or attached to a belt, and it carefully and methodically ticks off and registers every mile or fraction of a mile walked.

Apart from the pleasure of registering the number of miles tramped in a given walk, it is also deeply interesting to note the number of odd miles covered in the course of one's daily business.

To regulate the hundred mile pedometer measure the distance you take in one of your ordinary steps or strides; measuring from heel to heel. The scale contains every inch from 15 to 41 inches. Having found the length of your step in inches move the regulator to the corresponding number of inches on the scale.

ACQUIRE THE WALKING HABIT.

Learn to walk—walk often—and walk far. No one should let a day go by without walking at least two or three miles, five to fifteen would be better.

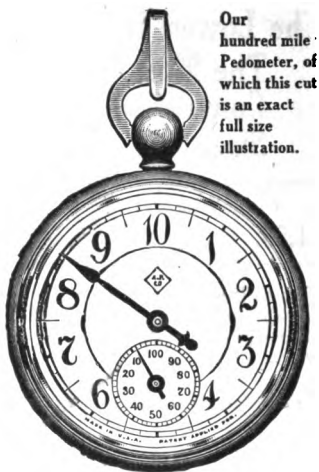
A good walk will add zest to your life and walking regularly will promote it many years.

Walk more and you will find the habit will grow upon you and that you will be able to walk longer and longer distances without fatigue.

Sent Postpaid Upon Receipt of \$1.50.
Each One is Fully Guaranteed.

ADDRESS H. R. A. BAUGHMAN, INDIANAPOLIS, IND.

**Publisher of Baughman's Buyer and Seller,
Dealer in Lumbermen's Specialties.**



Our hundred mile Pedometer, of which this cut is an exact full size illustration.



THE Reversible Tally Book

WORTH ITS WEIGHT IN GOLD

**To Inspectors, Tallymen, etc. For Keeping Tally of
the Number of Feet, Grades, Lengths and
Sizes of Lumber, or the Number,
Weights, or of Any
Article**

A TALLY BOOK THAT TALLIES

IF YOU SEE ANYTHING BETTER THAN THIS, BUY IT

IT DOES ALL THIS: Tallies from 1 to 100 pieces and from 1 to 100 in contents, or you can use for any number desired. It will show the size, length, grade and contents of each piece tallied. The total number of feet tallied, total number of feet of each size, length and grade tallied. Car number, initial, weight, etc., capacity, who for, destination, tallied in or out of car, wagon number, driver's name, tallied in or out of the yard, lot number, plat or addition delivered to, inspector's name, date loaded, etc. Gives a complete record of every piece loaded or returned, grades, etc., where delivered or returned from. The Reversible Tally Sheets have 100 ruled lines, 50 each side, also numbered from 1 to 40, so that tally may be kept in contents in place of size and length if desired. This makes it handy to tally all widths where contents only are desired. You can use two or more of the tally sheets at one time, keeping a record of different transactions, etc.

Tally sheets can be taken out and filed away, and new sheets added as needed. You can tell in an instant at any time the total number of pieces tallied and the contents and grades of same. It has the multiplication and division tables, etc., from 1 to 100. Bound in our new style binder, top cover of which may be removed in moment's time, making it very convenient when using but one side of the tally sheet at a time. Size about $5\frac{1}{4}$ x $8\frac{3}{4}$ inches, 75 pages in all. It is light and handy, after you have the binder. YOU have only the tally sheets to buy as needed. Saves all figuring, mistakes, time and money, and gives you a complete record of every item going in or out of car or yard. Order one to-day—look it over—try it—and if you do not find it as recommended, or if it does not give perfect satisfaction, return it to us and we will refund your money.

Price of the Reversible Tally Book:

Waterproof, Loose-Leaf Binder, . . .	\$1.50 Prepaid
Seal Grain Leather, Loose-Leaf Binder,	2.00 Prepaid
"Right Kind" Aluminum Sheet Holder,	2.50 Prepaid

Each Tally Book has 50 Reversible Tally Sheets, and Tables from 1 to 100, as noted above.

Extra Tally Sheets, Finest Bond Paper, .	\$.60 per	100 Sheets
Extra Tally Sheets, Finest Bond Paper, .	1.25 per	250 Sheets
Extra Tally Sheets, Finest Bond Paper, .	2.25 per	500 Sheets
Extra Tally Sheets, Finest Bond Paper, .	4.00 per	1,000 Sheets

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**YOU DON'T HAVE TO BE AN EXPERT AT
FIGURES TO FIGURE COST. USE**

BAUGHMAN'S COST TABLES

**AND YOU CAN FIND THE ANSWER
AS QUICK AS THOUGHT**

THE HANDY BOOK, for figuring cost of any article by the foot, piece, pound or ton, at 500 different prices from $2\frac{1}{2}$ cents per 100, or 25 cents per 1,000 to \$10.00 per 100, or \$100 per 1,000. "The answer is there" for one or a million or more; gives the answer to the fraction of a mill and you have no figuring to do, as you simply point off the answer and use but one table for any given price, you can figure your invoices and estimates in less than one-fourth the usual time and it will keep the mind clear for other work. Tables start at 25 cents per 1,000 and increase in ratio of 25 cents per 1,000 up to \$100 per 1,000. "Baughman's Cost Tables" does not have any lumber tables, it figures cost only. Every office man, every buyer and seller of lumber, hay, grain, coal and every person who figures cost should have a copy.

THE ANSWER IS THERE. A COST BOOK FOR EVERYBODY.

Having cost to figure by the piece, pound, foot or ton from $2\frac{1}{2}$ cents per 100 to \$10.00 per 100. (This work figures cost only, and does not contain any lumber tables.) It figures cost right, and to the fraction of a cent. The range of tables compressed into this volume can hardly be described. The tables comprise nearly every price used in buying and selling, running from 25 cents per 1,000 to \$100.00 per 1,000. Would it be worth anything to you to figure the cost price of your estimates and invoices in one-fourth the usual time, and to know that all the work was correct? Let us show you how to save time, work and worry. Send for a copy. Test it in every way for fifteen days; then, if not entirely satisfactory, return it to us and we will return your money. 427 Pages, size $5\frac{1}{4} \times 7$.

Bound in Brown Silk Cloth,	\$3 00 per copy, Prepaid
Bound in Red Water Grain Leather,	\$4 00 per copy, Prepaid
Bound in Black Seal Grain Leather,	\$5 00 per copy, Prepaid
Bound in Blue Morocco, Gilt Edges,	\$6 00 per copy, Prepaid

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Publisher of Baughman's Buyer and Seller

Dealer in Lumbermen's Specialties

N. B.—We will print your name and address in gold on front cover of book for 60 cents.

May be had of your stationer or through trade paper.

"You can send money to us in any way convenient to you."